Opportunities and obstacles in the certification process

A case study on the development of the organic production and agriculture in Babati, Tanzania.

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Abstract

Organic products have become more and more talked-about in today’s industrial world. The demand for organic products is increasing and the market is continuing to grow bigger. It is important to maintain what these products stand for, being environmental friendly, and to do so strict certification policies are needed. EU has today an international certification body called Regulation (EC) 834/2007 that needs to be followed for export to and within EU. Parts of Tanzania today have certification of some organic products but not in Babati, that lies in the northern of Tanzania in Manyara region where this case study was done. In Babati most of the farmers are smallholder farmers and many of them, founds it difficult to afford an international certification. For the smallholder farmers to get a certification there are two alternatives. One is to go together with other smallholder farmers and apply for a certification like EUs Regulation (EC) 834/2007 as a group and then get to pay lower fees. The other alternative is to go together and start local certification bodies that have fees that are adjusted to local farmers’ income.

This case study was conducted between February and March of 2010 in villages around Babati and Babati town. Interviews were held with both organic- and non organic farmers. My goal was to find out if it was possible for Babati to develop the organic agriculture and have an organic market in the future. My conclusion ends up by perceiving that Babati has a very good chance of fulfilling the Regulation (EC) 834/2007 standards. However the farmers’ economical status is an obstacle for the farmers to get an international certification, because of the high cost in inspections and reinspections. But through a local certification body that is adjusted to the smallholder farmers and the environment the farmers can get their certificate and the organic market can be developed in Babati.

Keywords: Organic farming, Agriculture, Conventional farming, Pesticides, Fertilizers, Certification.
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1. Introduction
As the organic market is growing and the demands for these products are increasing, more companies and people want to be a part of it. When a market is being exploited, especially a new market demand of products, it always becomes a concern about the involvement of large companies and that the global trade will demand the producers in the wrong way. It is always a possible chance that the companies can make the farmers take shortcuts and make them look past the ethical values to produce in the most cost-efficient way possible (Padel, et al. 2007 p 1). Especially when it comes to smallholder farmers that has an instable financial status and can feel very powerless against the big companies demands. Certification of organic products is therefore important not only as a tool to make the producers, which is the companies in this case, but also the farmers to follow the ethical values. For farmers the certification can be a ground and a shield to not get used by large companies. Regulation (EC) 834/2007 is the European Union regulation standards on organic products. It is an international certification body that has standards that in some cases are difficult for countries to accomplish.

Africa has today certified and non-certified organic products and the market is growing larger especially in East and South Africa. The certified organic agriculture in Africa are mainly in two forms and that is, smallholder farmers that is apart in a group or relative big single farmers (Parrott et al. 2006, p 97). Those farmers that are smallholder farmers and have certified products are often members in some organization. The certification and reinspections that follow after getting the certificate are expensive. It makes it difficult for smallholder farmers that often have a low income, to get a certificate (Barrett et al. 2002, p 309). Many of the smallholder farmers do not get a certificate for this reason. Joining in small groups is a way of solving the economical problem. They apply for certification as a group instead of single farmers. And as long as the groups fulfill the EU standards, they pay one fee and in that way get their certification (Ibid). The local certification body is another answer on the economical problem. It has local fees that are adjusted to the local’s income so single farmers can afford to get this kind of certification. These local certification bodies have to be accepted by the EU Regulation rules but do not have to be exactly the same. This makes it open for local standards (Barrett, et al. 2002, p 310).

Agriculture is the main income source in Tanzania and 90 % work within the sector and the greater part is subsistence agriculture. Organic agriculture is still today very underdeveloped in Tanzania, it is only about 0, 14 % of the total area that is used for agriculture and out of that 30 000 farmers in Tanzania are organic farmers (International Trade Center). TOAM,
Tanzania Organic Agriculture Movement, started as an umbrella organization and the main object was to offer leadership and coordination in the development of the organic sector in Tanzania. TOAM helps farmers learn how to run an organic agriculture with work and training in different cultivation methods (Ibid). After the establishment of TOAM, TanCert was grounded in 2004. TanCert is a local certification body that aims to:

“- reduce certification costs borne by farmers that have confronted relatively expensive foreign certification service so far. / (Quotation International Trade Center. 2010)

Stakeholders had for a long time tried to develop a certification program of organic products in Tanzania and in 2004 the government of Tanzania registered TanCert as a result of it. TanCert are using the Organic Standards that been developed by stakeholders consultations that’s based on IFOAM Basic Standards (TanCert, 2009).

Babati is a small town that lays in the north part of Tanzania and is the biggest town in the Manyara region. The districts has about 300,000 inhabitants. Like many others African townships, most people in Babati provide on agriculture and that is the main income. The organic market has not reach Babati yet so the organic agriculture is very much undeveloped. But some farmers have examined this sort of agriculture. An organic market has not reached Babati yet but with interest, knowledge and contribution the market can be developed (Vesa-Matti Loiske, 2010-02-01).
1.2 Aim
My aim with this case study was to look at the problems around certification of organic products and which options there are for smallholder farmers in Babati in the case of certification. By analyzing that I come up with a conclusion on the possibility whether to develop the organic agriculture and the production of organic products in Babati or not.

1.3 Objectives
- For organic single farmers to get an international certificate they have to fulfill the EU regulation standards Regulation (EC) 834/2007 to produce and import organic products within the EU. Is it possible for the organic farmers in Babati to implement these standards considering their economical status?
- In Tanzania there are local certification bodies that are adjusted to low income farmers so they can get their certificate. These local certification bodies have not come to Babati yet. Would these local bodies be a way for Babati to increase the production of organic products or is it the potential foot in the international market of organic products that is more of an attraction, and will the farmers therefore choose an international certification instead?
- What does the adapted regulation rules Equivalent European Union Organic Production & Processing Standard for Third Countries do for farmers in Babati? Are these adapted rules easier to implement and to gain a European Union certificate?
- With local or international certification bodies, or adapted international rules, is it possible to develop the organic agriculture and the production of organic products in Babati?
2. Theory

2.1 Regulation (EC) 834/2007

The organic market is today a big industry throughout the whole world more or less. The developing countries have a very big potential in export of these products and that is also often the attracting fact for many for the countries in the third world. Due to the fact that the demand for organic products is still pretty low and therefore the export of these products come with more interest (Brown p. 4). But either there is an interest in the organic market or not the problem around certification still is a fact. In EU the certification is regulated by the Regulation (EC) 834/2007 and these standards are an obligation for all the organic products within the EU and product that is exported to EU (Box 1).

Box 1. Regulation (EC) 834/2007

Article 4
Overall principles
Organic production shall be based on the following principles:

(a) the appropriate design and management of biological processes based on ecological systems using natural resources which are internal to the system by methods that:

(i) use living organisms and mechanical production methods;

(ii) practice land-related crop cultivation and livestock production or practice aquaculture which complies with the principle of sustainable exploitation of fisheries;

(iii) exclude the use of GMOs and products produced from or by GMOs with the exception of veterinary medicinal products;

(iv) are based on risk assessment, and the use of precautionary and preventive measures, when appropriate;

(b) the restriction of the use of external inputs. Where external inputs are required or the appropriate management practices and methods referred to in paragraph (a) do not exist, these shall be limited to:

(i) inputs from organic production;

(ii) natural or naturally-derived substances;

(iii) low solubility mineral fertilizers;

(c) the strict limitation of the use of chemically synthesized inputs to exceptional cases these being:

(i) where the appropriate management practices do not exist; and

(ii) the external inputs referred to in paragraph (b) are not available on the market; or
(iii) where the use of external inputs referred to in paragraph (b) contributes to unacceptable environmental impacts:

(d) the adaptation, where necessary, and within the framework of this Regulation, of the rules of organic production taking account of sanitary status, regional differences in climate and local conditions, stages of development and specific husbandry practices.

Article 12
Plant production rules

1. In addition to the general farm production rules laid down in Article 11, the following rules shall apply to organic plant production:

(a) organic plant production shall use tillage and cultivation practices that maintain or increase soil organic matter, enhance soil stability and soil biodiversity, and prevent soil compaction and soil erosion;

(b) the fertility and biological activity of the soil shall be maintained and increased by multiannual crop rotation including legumes and other green manure crops, and by the application of livestock manure or organic material, both preferably composted, from organic production;

(c) the use of biodynamic preparations is allowed;

(d) in addition, fertilizers and soil conditioners may only be used if they have been authorized for use in organic production under Article 16;

(e) mineral nitrogen fertilizers shall not be used;

(f) all plant production techniques used shall prevent or minimize any contribution to the contamination of the environment;

(g) the prevention of damage caused by pests, diseases and weeds shall rely primarily on the protection by natural enemies, the choice of species and varieties, crop rotation, cultivation techniques and thermal processes;

(h) in the case of an established threat to a crop, plant protection products may only be used if they have been authorized for use in organic production under Article 16;

(i) for the production of products other than seed and vegetative propagating material only organically produced seed and propagating material shall be used. To this end, the mother plant in the case of seeds and the parent plant in the case of vegetative propagating material shall have been produced in accordance with the rules laid down in this Regulation for at least one generation, or, in the case of perennial crops, two growing seasons;

(j) products for cleaning and disinfection in plant production shall be used only if they have been authorized for use in organic production under Article 16.

2. The collection of wild plants and parts thereof, growing naturally in natural areas, forests and agricultural areas is considered an organic production method provided that:

(a) those areas have not, for a period of at least three years before the collection, received treatment with products other than those authorized for use in organic production under Article 16;

(b) the collection does not affect the stability of the natural habitat or the maintenance of the species in the collection area.

3. The measures necessary for the implementation of the production rules contained in this Article shall be adopted in
accordance with the procedure referred to in Article 37(2).

Article 16
Products and substances used in farming and criteria for their authorization

1. The Commission shall, in accordance with the procedure referred to in Article 37(2), authorize for use in organic production and include in a restricted list the products and substances, which may be used in organic farming for the following purposes:

(a) as plant protection products;
(b) as fertilizers and soil conditioners;
(c) as non-organic feed materials from plant origin, feed material from animal and mineral origin and certain substances used in animal nutrition;
(d) as feed additives and processing aids;
(e) as products for cleaning and disinfection of ponds, cages, buildings and installations for animal production;
(f) as products for cleaning and disinfection of buildings and installations used for plant production, including storage on an agricultural holding.

Products and substances contained in the restricted list may only be used in so far as the corresponding use is authorized in general agriculture in the Member States concerned in accordance with the relevant Community provisions or national provisions in conformity with Community law.

2. The authorization of the products and substances referred to in paragraph 1 is subject to the objectives and principles laid down in Title II and the following general and specific criteria which shall be evaluated as a whole:

(a) their use is necessary for sustained production and essential for its intended use;
(b) all products and substances shall be of plant, animal, microbial or mineral origin except where products or substances from such sources are not available in sufficient quantities or qualities or if alternatives are not available;
(c) in the case of products referred to in paragraph 1(a), the following shall apply:

(i) their use is essential for the control of a harmful organism or a particular disease for which other biological, physical or breeding alternatives or cultivation practices or other effective management practices are not available;
(ii) if products are not of plant, animal, microbial or mineral origin and are not identical to their natural form, they may be authorized only if their conditions for use preclude any direct contact with the edible parts of the crop;
(d) in the case of products referred to in paragraph 1(b), their use is essential for obtaining or maintaining the fertility of the soil or to fulfill specific nutrition requirements of crops, or specific soil-conditioning purposes;
(e) in the case of products referred to in paragraph 1(c) and (d), the following shall apply:

(i) they are necessary to maintain animal health, animal welfare and vitality and contribute to an appropriate diet fulfilling the physiological and behavioral needs of the species concerned or it would be impossible to produce or
preserve such feed without having recourse to such substances;

(ii) Feed of mineral origin, trace elements, vitamins or provitamins shall be of natural origin. In case these substances are unavailable, chemically well-defined analogic substances may be authorized for use in organic production.

3. (a) The Commission may, in accordance with the procedure referred to in Article 37(2), lay down conditions and limits as regards the agricultural products to which the products and substances referred to in paragraph 1 can be applied to, the application method, the dosage, the time limits for use and the contact with agricultural products and, if necessary, decide on the withdrawal of these products and substances.

(b) Where a Member State considers that a product or substance should be added to, or withdrawn from the list referred to in paragraph 1, or that the specifications of use mentioned in subparagraph (a) should be amended, the Member State shall ensure that a dossier giving the reasons for the inclusion, withdrawal or amendments is sent officially to the Commission and to the Member States. Requests for amendment or withdrawal, as well as decisions thereon, shall be published.

(c) Products and substances used before adoption of this Regulation for purposes corresponding to those laid down in paragraph 1 of this Article may continue to be used after said adoption. The Commission may in any case withdraw such products or substances in accordance with Article 37(2).

4. Member States may regulate, within their territory, the use of products and substances in organic farming for purposes different than those mentioned in paragraph 1 provided their use is subject to objectives and principles laid down in Title II and the general and specific criteria set out in paragraph 2, and in so far as it respects Community law. The Member State concerned shall inform other Member States and the Commission of such national rules.

5. The use of products and substances not covered under paragraph 1 and 4, and subject to the objectives and principles laid down in Title II and the general criteria in this Article, shall be allowed in organic farming.


Even thought farmers get their certification and the products are accepted by the regulation it is going to be reinspection of the products to keep the certificate. This becomes an obstacle for many countries. The costs and the knowledge that is needed for choosing which certifier they want is one of many problems. The situation often concludes that farmers in the third world must use local inspections bodies or pay high costs for the international bodies. The only choice that smallholder farmers have to avoid some of the high costs is to establish cooperative companies or an organization to apply for an international certification as an organization instead of a single farmer (Barrett et al. 2002, p.308-309). The smallholder farmers are the most exposed when it comes to certifying of products. Many of them cannot
afford it so what many do is to go together in groups and apply for the certification. EU, who is the current institution in developing guidelines for certification, is giving contribution to these groups that are formed by smallholder farmers. As long as they fulfill the certification standards, the group pays one fee and the group gets its certification (Barrett et al. 2002, p 309).

2.2 An international certificate- benefit or not?

In Paragraph 26 in Regulation (EC) 834/2007 it states that the logotype of EU will not prevent local and private logotypes for being used at the same time (Council Regulation (EC) No 834/2007). For smallholder farmers who go together in groups and start a local certification body and in the same time apply for Regulation (EC) 834/2007 this could be a good opportunity. The question is why they should apply for Regulation (EC) 834/2007 when they can start a local certification body that is more adjusted for the local farmers.

Let us look at the benefits that come with choosing an international certification body.

- Premium price
- Market access
- Opportunities for value added processing and sale of products related to organic production.
- Involvement in organic production can also increase environmental knowledge and social capital. (Brown et al. 2001, p. 4)

These are the benefits that EU claims follows of choosing Regulation (EC) 834/2007. The question is if the benefits outweigh the costs in the case of smallholder farmers. For a farmer that is running a large farm and is relatively independent, the benefits probably address more than to smallholder farmers that are not solid economically. Beside the Regulation (EC) 834/2007, EU has adapted special regulation rule for the third world, an adaption for use that occurs outside the legal framework of EU.

The adapted rules are called Equivalent European Union Organic Products & Processing Standards for Third Countries 2009. It is adapted from two different regulation reports, EU regulation (EC) 834/2009 and (EC) 889/2008. The aim of this is to provide equivalent rules with those in Regulation (EC) 834/2007 and by that gain the equivalent certification and access to the European market (Accredited Certification Bodies Brooklyn Park, 2009, p 1).

Tanzania’s own certifications body that calls TanCert is following these adapted regulation rules and it is a good solution on the problem around getting an international certificate (TanCert 2009). The question is what this does for the smallholder farmers like those in Babati. TanCert has not reached Babati yet and we do not know if they are going to either. Let us look at some of the adapted rules and see if the farmers in Babati can be affected in a positive way:

- A redone of the control management has been done. The requirements of the control system relevant to the control bodies and many administrative requirements relevant to government authorities and the European Commission itself have been taken out and now it is only the requirements that need to be applied by operators.
- Control bodies using this standard will be required to demonstrate that they apply equivalent control measures to those required within the EU.
- The standards for aquaculture and seaweed have also been removed as the detailed rules of the European Commission, although published, are not in effect at this time.
- The standards for yeast production have also been omitted given that the detailed rules are lacking (Copy of Accredited Certification Bodies Brooklyn Park, 2009, p 3).

The first point is good in any case in the third world, because often it is the different requirements of control system that are included that cost money. The second point is only positive for any farmer. By demonstrating the equivalent control the farmers gain more credibility to show the potential buyers of the products. The third and fourth points are not really present in the case of Babati.

These regulations offer a good change for farmers in the third world to get a certificate. All tough it is still going to be complex and not cost-free, it is a chance of getting a certificate and in the same time gain access to the international market.
Before I mentioned that one way to gain an international certificate is to go together and start cooperative companies. A good example of a local cooperation is Bio Latina that was formed by an organization of numerous Latin American certification bodies and has been a success (Barrett et al. 2002, p.309). These numerous certification bodies decided to form a company. It is one of few local bodies that have equivalence in import authorization. It is very beneficial to choose an indigenous inspection body. The charges are lower than in EU agencies and they have what many EU agencies miss concerning local knowledge and the ability to communicate with the local people through the local language. But one problem with local inspections bodies is that they can have trouble with keeping the international recognition and on that way risk losing their status to rest of the world (Barrett et al. 2002 p.309).

Although a local certification is an alternative to better the financial problems for the local smallholder farmers. The fees are adjusted to the income of the local people so they have a chance to maintain their economics, which in many times are not the case when it comes to the fees determined of EU. These local certification bodies have to be accepted by the EU standards. They do not have to be exactly the same but equivalent to Regulation (EC) 834/2007.

4. Method
To answer my obstacles I have done interviews with farmers in Babati. I choose to do interviews with both organic and none organic farmers. I also got a chance to interview two officers. The interviews with the farmers started out as semi structured. After the semi structured part the interview was being more relaxed and the informants got to talk more deeply about some of the main questions.

The interviews with the officers were more focused on the organic agriculture and the development of it.

4.1 Case study
From the 16 February to 8 March in 2010 I went together with others students from Södertörns University for a field study in Babati district, Manyara region in Tanzania for three weeks. Out of these three weeks ten days were left for field study. In Babati were we divided into groups of three or four people with similar study approaches. Every group got their own
field assistance who helped out with translate from English to Swahili and coordinated the interviews and vehicle for transport. I interviewed organic and non-organic farmers, officers who worked with the LAMP project and an expert in organic agriculture.

4.2 Study area

My interviews took place in:
- Mamire village, Mamire ward
- Galapo
- Wa’ang Warai

I was informed by my field assistant that there were some organic farmers in Mamire so I started by interview them. My first interview in Mamire was with Mr. Mshana who told me about the village and about the chemical use in the agriculture. He also set up my first interview with an organic farmer the same day. From the interview with Mr. Mshana and the farmer I got an overlook on what agriculture in Babati can look like. Later when my colleagues went back for interview with non organic farmers both female and male farmers, I joined in and took the chance to ask them some question about organic agriculture, chemical fertilizers and pesticides.

My field assistant suggested that I should talk to an officer that has worked in the LAMP project, Mr. Mao. He suggested people that he thought I should talk to. One of these people was Mr. Msabaha who is an expert in organic agriculture and worked in the office of agriculture in Babati town. He gave me information about the organic agriculture in Babati and where, besides Mamire, was farmers that were conducting organic agriculture. Furthermore I got interviews in Galapo.

All together I got totally 13 informants in 8 interviews:

- Two officers
- Five female organic farmers (one farmer was talking for the rest four farmers, but these four farmers agreed on what she said)
- Three male organic farmers
- Three male nonorganic farmers
4.3 Interviews

I chose to do have semi structured interview questions. The structured part included information on age, social status (married or death of partner), children, farm size, organic or non- organic farmer, type of crop, use of chemical pesticides or fertilizers, cash crop or self- supporting. I wanted it to be as relaxed as possible in the interviews so after I asked the structured part I was leaded in on more deep questioning dependent on how the informant was answering my questions. What I wanted out of my interview with my informants was why they choose organic or conventional agriculture, how much knowledge they had about organic agriculture and the organic market overall, how they used chemical fertilizers or pesticides, what they do when the crops are being affected by pests of some kind, and what they know about certification.

Under the interviews I took notes but mainly just listened to what they said in the risk of being disrespectful. After every interview I did go through the notes and made a good copy of it. I decided to not mention any names in the essay of respect to the informants and just because it is not important for the results.

4.4 Critique of the method

In one village I had some problems with my interviews and I couldn’t really get something out of it, due to the fact that there was a council officer translating my interviews instead of my field assistant. I am questioning the objectivity of the translation I got. In my results I take this in to account and I looked more in to these interviews to find were it could occur manipulations of the answer I got.

When I started doing the interviews I soon noticed that a more close pilot study should been made. It would have made it easier to work out the difficulties in information loss. I also realized that more knowledge about the organic market in Africa and certification situation would have been good.

Of three weeks only ten days were dedicated to field studies. Out of those ten days I got two days to my own advantage. It was some complications with my field assistant who could not get that many interviews with organic farmers that I wanted. It also occurred a communication problem along the way between the field assistant, me and the farmers. The definition “organic” and to be an “organic farmer” was very diffuse, because many of the farmers who
said that they where conventional were not using chemical fertilizers or pesticides. They just did not see themselves as organic farmers. Other farmers were using integrated pest management. They did not usually use chemical pesticides but when the crops were being affected by pests they used the chemical pesticides to remove the pests and then they stopped using it. These problems are accounted in the results and I also take them up in discussion.

In some interviews I was sitting down with more than one farmer at a time and the results was that one of them were answering all the questions and the other once just agreed. I tried to avoid this to happen but in some cases it did not fully work. I also think that I should have started the other way around with the interviews and should have started doing interviews with more town officers and put more pressure on my field assistant so that I could get more informants. Furthermore I would have wanted to get interviews in more villages then I got but because of the difficulties with my field assistant I missed out on that.

My essay is about certification and the opportunities and problem that come with it. I noticed that none of my informants were mention something about certification. In my results I compare a lot of the information from my informants with EU regulation standards. Judging from the facts taking up above my results in some cases can be manipulated or partly uncorrected.
5. Results

To get an international certification like EU Regulation (EC) 834/2007 farmers have to fulfill the rules. Let us take a look at some of the rules in this case that can be implemented in Babati (for the relevant parts of the regulation, see Box 1).

5.1 Article 4 of EU Regulation (EC) 834/2007

The general principles in article four of EU Regulation (EC) 834/2007 shows the principles of what the organic production should be based on. As I see it many farmers in Babati already has the appropriate designs and management when it comes to handle ecological processes. One of the principles also excludes the use of GMOs and products produced from or by GMOs (Regulation (EC) No 834/2007). Not in any of my interviews I heard something about GMO, probably because the agriculture has not been that developed yet. By that I mean terms of agriculture as it is in the western world where GMO are more frequent. With that said I think all the principles in this article can be implemented in Babati by the farmers.

5.2 Article 12 of EU Regulation (EC) 834/2007

In article twelve of EU Regulation (EC) 834/2007 plant production rules are being showed. Point (d) and (g) tells us about fertilizers and pesticides and the way they should be used on plants and in plant production. Also how to address when the crop is being attacked by pests and insects (Regulation (EC) No 834/2007). When it comes to use of chemical fertilizers and pesticides I do not see the farmers obtain after these. The only time they obtain after them is when the plants were beginning attack from very strong pests and insects. Many of the farmers that I interviewed were using manure from cows to cultivate their land with. Both conventional and organic farmers also choose to use natural pesticides when it comes to control of insects.

5.3 Article 16 of EU Regulation (EC) 834/2007

In article sixteen of EU Regulation (EC) 834/2007 products and substances used in farming and criteria for their authorization, I focused on point 1. (a) and (b). And also point 2. (c) and (i) (Regulation (EC) No 834/2007). These points go hand in hand with the rule taken up before this. As I said the use of natural fertilizers and pesticides is very common. The question is if they are approved by the regulations standards. In this point it is being showed that they are or
can be. With an analyzing of these natural products that are being used they can facilitate a lot for a farmer in Babati. The farmers that I interviewed were using several kinds of natural pesticides and fertilizers. One that was really common was Neem tree, a tree that grows almost everywhere in Babati. What they do is take the leaves from the tree, dry them and then make powder of it. When that has been done they mix it with water or soup and then spray on trees. This is a very efficient way of dealing with insects that are intruding on the plants.

Many of the farmers that I interviewed were talking about integrated pest management when it came to chemicals or even natural pesticides. When the crop was being attacked by insects the farmers used chemical or natural pesticides temporary until the insects was defended and then they stop using it.

5.4 Local VS International

A problem around an international certification is the inspection and reinspection that is needed. In article twenty-seven in EU Regulation (EC) 834/2007 shows the control system rules. It stands that at least once a year a control should be made (Regulation (EC) No 834/2007). For farmers that have a low income this could be difficult. A solution would be joining in group as I have talked about earlier in this essay. Then they can help each other with the cost of the inspections.

Earlier in my essay I was talking about Bio Latina that was formed by an organization of numerous Latin American certification bodies and has the same status as an international certification body. This shows that collaboration can be a solution in these cases. The risk is that these kinds of certification bodies can lose their international status, something that an international certification bodies like Regulation (EC) No 834/2007 cannot. TanCert is following the adapted rules Equivalent European Union Organic Production & Processing Standard for Third Countries. These rules do not separate that much from the ordinary rules in Regulation (EC) No 834/2007. I cannot see by using these rules to make it less difficult to gain a certificate. It is still a fact that the best way to gain international certificate is to collaborate with other famers and then apply.

In the case of Babati I think a local certification body would be the better way of gain a certificate. Market access is very flattering but I do not think the farmers in Babati have that
kind of goal with their products. Many of them would be satisfied by selling inside and close to outside the village. Worth to remember is that the majority of the smallholder farmers are cultivating for self-support. So the products main reason is to satisfy the family and trade with the other families in the village comes second. In my interview with Mr. Msabaha who is an expert on organic agriculture and production. He stated that he sees a demand after organic products and that the organic agriculture has a bright future in being more developed. This tells us that there is a demand after the products but he also pointed out the problem around certification. He sees that as an obstacle for the development of the organic agriculture. Again this shows how important certification is for the farmers and for the development of the organic agriculture. A benefit that is very good with the local certification bodies is the way it is adapted to the local environment and the local farmers. Communication among farmers and leaders within the certification body are important. In the way that they can also share knowledge with each other when it comes to agriculture.
6. Discussion

To apply for a local certification body like Regulation (EC) No 834/2007 is not worth doing right away. Instead it would be good for Babati to get the own market of organic products stable first. The farmers can still work towards the international certification rules, when the ability to implement them exists.

I mentioned in my results that some of my farmers were doing intergraded pest management. They were using chemicals only if they had to, mostly because of the high costs in buying chemicals. In Mamire, when I interviewed the council officer he said that the farmers got some contribution in some cases, when pests or insects are infecting the crops, to buy chemical pesticides with. But the fact that they got contribution from the government was only mentioned in this case. Contribution of this kind could be a survival fact for farmers when their crops are being attacked. But contribution in natural pesticides would be a better way to deal with it. The natural pesticides do not cost money in the way that the chemicals do. So it is more cost-efficient to contribute with natural pesticides. On the other hand, if these natural recourses are so common and close why do the farmers need contribution to by chemical fertilizers and pesticides? From my interviews with farmers that were doing conventional agriculture. I find out that the main reason why they did not chose to be organic farmers was the lack of knowledge. They had no knowledge in how to run an organic agriculture. This of course is a big problem but it also shows that there are farmers in Babati who have no clue what an organic agriculture looks like and mostly how to take advantage of the natural pesticides.

The fact that some of the conventional farmers have not got knowledge on how to deal with natural pesticides is a problem. That means that education is needed for a market to be developed. Some of the organic farmers that I interviewed had been trained by Farm Africa. A project that was very successful. Farm Africa trained twenty farmers in Galapo on how to run an organic agriculture and to deal with natural pesticides. Then these farmers helped more farmers in the village to convert to organic agriculture. Now Galapo has around a hundred organic farmers in the village. But this type of contribution is not something that we can expect to get. For the organic market to be developed people need to be interested in the market. But if people do not have the knowledge about it how can it be developed.
When I was interviewing farmers I found out that the definition “organic” was difficult to identify. If I asked the farmers if they were running an organic agriculture many of them told me no, but in fact they were. They were using natural pesticides in the way that they had been learned to do by previous generations. This together with a continuing education from Farm Africa will give knowledge to more people and there is a chance that this will lead to the development of an organic market.

According to Mr. Msabaha the organic market has a chance to be developed, with the close access to the natural pesticides as one of the backbones. But it is still a certification problem. None of the organic and none organic farmers were talking or even mention something about a certification and that is a very big problem. With no certification the market cannot be developed. Some farmers did mention that they got the same price for the organic products as for the non-organic products. So why develop the market when it is not more beneficial for the farmers.

With the fact that the conventional agriculture in Babati already is very environmental friendly, by that I mean, low input of chemical fertilizers and pesticides. This makes it a good chance of fulfilling the EU certification rules.

In my results I took up some of the EU’s rules. There we can see that Babati has potential to implements some of them, some easier than others of course. That some of the farmers did not see any benefits in running an organic agriculture instead of a conventional is not positive at all. But to gain benefits a certificate is needed.

TanCert is Tanzania’s local certification body but it has not reach Babati yet. If they would do that the problem around certification would be solved. The reasons for Babati not being touched by this certifications body can be of many reasons. One of them could be that there are not that many farmers in Babati that are running an organic agriculture. It can also depend on the location of the town and the surrounding villages. Babati is not lying close to a larger city. On the other hand the big road is going right through Babati and it makes Babati a perfect market place to sell products.

The question is how much they can earn by selling certified products in Babati and outside Babati. If the farmers get an international certificate they could export their products but it is a long way coming there. It has to start somewhere and it is in the village.
In my interviews I was told from my informants that they perceived the local people as being very open for the organic products which are a good start but maybe not enough. Collaboration between farmers would be good for Babati. They can start a local certification body and then apply for Regulation (EC) No 834/2007. By doing so they can have a local logotype and the logotype of Regulation (EC) No 834/2007. In that way their own logotype will be known internationally and not just locally.

To point out a fact is that the farmers who grow up with agriculture have the best knowledge on how the environment works. Applying for an international certification body can cause problem in the understanding of the environment. For many of the farmers the organic agriculture is something new and maybe they do not have the knowledge around new and different methods in organic cultivation but they know their environment. Many farmers that I interviewed had knowledge around the different natural pesticides that were being used in many cases, maybe a knowledge that an international certification body do not have.
7. Conclusion

- For organic single farmers to get an international certificate they have to fulfill the EU regulation standards Regulation (EC) 834/2007 to produce and import organic products within the EU. Is it possible for organic farmers in Babati to implement these standards considering their economical status?

As I took up some of the EU’s rules in the results we can see that the implementation of these rules as being achievable in Babati. No benefits come with the cost of chemicals. The close access to natural pesticides like Neem tree makes it more cost-efficient for the farmers to choose this kind of agriculture.

- In Tanzania there are local certification bodies that are adjusted to low income farmers so they can get their certificate. These local certification bodies have not come to Babati yet. Would these local bodies be a way for Babati to increase the production of organic products or is it the potential foot in the international market of organic products that is more of an attraction and will the farmers therefore choose an international certification instead?

To start a local certification body is the way for Babati to develop the organic market. To apply for an international certification as single farmers or in a group is a way to big of a step to take for the farmers. Farmers’ economical problem is always a problem when it comes to certification. A local certification body that is adjusted to the farmers’ income and the environment will make it possible for the organic market to be developed in Babati. After the local certification body is standing stabile they can apply for an international certification body like Regulation (EC) 834/2007. And use both the local and the international logotype.

- What does the adapted regulation rules Equivalent European Union Organic Production & Processing Standard for Third Countries do for farmers in Babati? Are these adapted rules easier to implement and to gain a European Union certificate?

I do not see these adapted certification rules matter in the case of Babati. The rules do not differ that much from the ordinary rules. Babati has a good chance of implement the original certification rules of Regulation (EC) 834/2007 so why then focus on adapted rules.
- With local or international certification bodies, or adapted international rules, is it possible to develop the organic agriculture and the production of organic products in Babati?

It is possible to develop an organic market in Babati. By start a local certification body that is adjusted to the farmers’ economical situation and the environment. And also by the local certification body the communication is going to work better and they can get more farmers in the village to convert to organic agriculture. They can exchange knowledge with each other on how to use different natural pesticides and fertilizer.

**Future studies**

I have done a study on obstacles and opportunities around certification. Something important that is left to study is the demand after organic products local in Babati and in the surrounding villages. And also the demand of the products outside the manyara region. One other topic is marketing. How to marketing the organic products both locally and international.
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